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October 8, 2003

Honorable Bryant L. Van **Brakle** Secretary
Federal Maritime Commission
800 North Capitol Street, N.W.
Washington, D.C. 20573

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FEBERAL HARITIME COMM

INTERNATIONAL SERVICES, INC.

RE: Petition of National Customs Brokers and Forwarders Association of America, Inc., for a Limited Exemption From Certain Tariff Requirements of the Shipping Act of 1984

Petition No. P5-03

Dear Secretary Van Brakle:

I am Darrell J. Sekin Jr., President of DJS International Services, Inc.

DJS International Services, Inc. is a licensed NVOCC, license number 3514NF. Our company is located in Irving, TX. We support the petition filed before the commission by the National Customs Broker and Forwarders Association of America, Inc., for a Limited Exemption from certain tariff requirements of the Shipping Act of 1984.

The approximate costs to our copy in the filing of tariffs are as follows:

- 1. The Cost to DJS of establishing a tariff website \$200.
- 2. The annual cost of subscribing to a tariff publishing service \$400.
- 3. The approximate number of hours and costs spent each month in maintaining the tariff website or making changes to the tariff (4 Hrs/\$200)
- 4. These costs are not assessed to persons seeking to access the tariff.
- 5. DJS Is not able to track the number of times shippers or other persons have accessed our tariff.

The percentage of time rates are separately negotiated with shippers as opposed to already being in our tariff is approximately 90%.

We feel that rate tariffs are not useful to our company or to our customers because this is not the manner in which the market works. Shippers do not want to look into a tariff to find a rate. Shippers as a whole have a desire to call us and try to negotiate rates for shipments that they have moving. Once a rate is established and filed then that is the rate at which their cargo moves unless there are market changes that force a new rate and tariff filing. As a result of not having to maintain a tariff this would reduce our operating expenses which in turn would enable us to not have to pass on these associated costs to our clients.

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I, Darrell J. Sekin Jr, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am  ${\it qualified}$  and authorized to file this verified statement.

Darrell J. Sekin Jr.

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